

IN LOCAL FINANCIAL CIRCLES

By I. A. FLEMING

In the larger cities, like New York, Chicago, Philadelphia, and Boston, the personal element does not out much of a factor in the upbuilding of a banking business. Its activity and strength has helped to make the market very interesting and when it stopped short ten days ago at 20% and then dropped to 19% surprised the Street. Its recovery to 21% and steadiness at that figure followed, and

Convenience is often the first consideration, convenience and reputation. Business men hesitate to make new connections in their financial affairs, so that when an account has been going for some years the personal factor

In cities with population of the proportions of Washington the personal factor is a matter of greater importance. With two such distinct business districts, convenience is sometimes con-

There is a chance for closer relationships here than in New York city, where the small depositor or the borrower is often overlooked.

power in search of modest accommodations never reaches the ear of the president of a bank, and where the speaking acquaintance with a paying or receiving teller is confined to exchanging the time of day or of standing at

There can be no question but what personality counts—that with friendships, all else being equal, business relations are strengthened. A cheery good

morning over the counter is a help to business. A grouch behind the counter is not an asset for any institution. To be able to add "Mr. Grant" or some other name after the greeting makes it just that much stronger. A man will

Go out of his way to trade with his friends.

In Washington friendships sometimes count in reverse ratio. Consideration is often given to accounts that are of little use, that do not pay for the bookkeeping.

One of the most valuable documents to the investor and the broker as well as for the speculator—and its sphere is not confined to New York city but to the entire country.

Between its covers one finds the records of scores and hundreds of fraudulent companies in mining and

ing necessary to the records, simply because some relative or friend has an account of size that might be lost should the non-paying depositor fail to receive consideration. Friendships often compel bankers to treat with non-

business methods customers who have failed in their duty, simply because of the far-reaching acquaintance of the delinquent, but banking should demand its rights without fear or favor.

Teach the customer that he must meet banking conditions, and he will be the

Development of personality is an asset for the man himself as well as for the institution. As his acquaintance grows he becomes more valuable, and if he gives out confidence and the impression of honesty, with evidences of ability, and cordially, he will find him-

self able to command larger salary. When a man loses the power to make friends and hold friendships, to make the most of his intercourse with his fellow-man, he is going, and going quickly.

capable, cheerful, loyal young men in the banking business, men of large friendships, men whom nothing will stop from being factors of the utmost importance in the banking business of the future.

The Commercial National Bank of New York City, which has recently installed an innovation—one that is a new movement in its entirety. "At every 'window,' receiving, paying, collections, discounts, etc., appears the name of the teller in charge. In like manner the name of the president, vice president, cashier, and other officers specifically named in these instructions."

If this advice were generally followed there would be less dissipation of the modest estate. The injunction might be made much stronger, where the education of children is to be considered.

When small estates require such consideration, and they certainly do, it is vastly more important that the administration of large estates should not be entrusted to private individuals, however worthy, but to the trust department of a bank.

It has all the appearance of a wise movement.

A certain local bank president plans a European trip in the near future. It might be well for the governors of the Bank of England to nail it down, else the trip will be a failure.

Witnesses are always at the command of the trust company, its attorneys are the best, its methods must be right, its knowledge of values ad-

The past week has been uninteresting in the local security market with the possible exception of the last day's session. The halt in the upward trend in Washington Railway and Electric has

SENATORS DISCUSS DR. HOLLINGSWORTH

DOLLAR DIPLOMACY DIES IN GEORGETOWN

Foreign Relations Committee Veterinary Surgeon Will B

<p>Talks Over Secretary Knox's Plan.</p> <hr/> <p>"Dollar diplomacy," as represented</p>	<p>Buried Tomorrow at Rockville, Md.</p> <hr/> <p>Funeral ceremonies for Dr. G. R. Ho</p>
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by pending treaties whereby large loans to Honduras and Nicaragua by United States syndicates are proposed, was the subject of two hours discussion by the Senate Foreign Relations Committee yesterday. The com-

The "dollar diplomacy" of Secretary Knox contemplates the release of Central American republics from the extortion of money sharks, who have loaned money to them at high rates of interest.

The plan is to wipe down fraudulent debts to a fairly honest basis and to have Americans furnish money at a reasonable rate of interest. The lenders are to be protected by the appointments of American customs collectors and

**Miners Are in Favor
Of New Wage Scale**

PITTSBURGH, Pa., April 14.—Miners in the Pittsburgh district No. 5, Central Pennsylvania No. 2, and Ohio No. 5 have cast a practically unanimous referendum vote in favor of accepting the

wage scale arranged at the Cleveland joint conference at the opening of the month. While official announcement will not be made for another week, private advices from the district leaders show more than 90 per cent of the men

in these districts want to accept the scale. Indiana bituminous and block coal districts are the only two that have voted against the scale. All the districts mentioned are now in joint conference with the operators for the purpose of settling the question of com-

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